

Message Text

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ACTION ARA-10

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R 151742Z APR 77
FM AMEMBASSY QUITO
TO SECSTATE WASHDC 3918
USDOC WASHDC
INFO AMCONSUL GUAYAQUIL

UNCLAS QUITO 2418

PASS WASHINGTON COMMERCIAL ACTION GROUP (WCAG)

E.O. 11652: N/A
TAGS: BEXP, BENC, EC
SUBJECT: QUARTERLY MEETING OF COUNTRY COMMERCIAL ACTION
GROUP (CCAG)

REF: STATE 075509

1. THE COUNTRY COMMERCIAL ACTION GROUP (CCAG) MET APRIL 12.
FOLLOWING IS A SUMMARY OF WHAT WAS DISCUSSED:

2. GUAYAQUIL INTERNATIONAL FAIR. IN ACCORDANCE WITH THE
WCAG RECOMMENDATION NOT TO PERMIT LENDING THE NAME OF THE
UNITED STATES TO A PRIVATELY-ORGANIZED PAVILION AT THE FAIR,
THE CCAG AGREED UPON THE CONTENTS OF A LETTER TO THIS EFFECT
ADDRESSED TO FAIR DIRECTOR FERNANDO LEBED AND SIGNED BY THE
E/C COUNSELOR. THE LETTER, WHICH WAS SENT APRIL 13 (A COPY
OF WHICH WILL BE POUCHED TO THE WCAG), REGRETFULLY DENIES
OFFICIAL U.S. SUPPORT OF A PAVILION AT THE FAIR DESIGNED
TO HOUSE U.S. EXHIBITORS. THE POSSIBILITY OF PROVIDING
THE FAIR WITH A USIA CENTERPIECE WAS BROACHED IN THE
LETTER, HOWEVER. A PREVIOUS LETTER FROM THE E/C COUNSELOR
TO LEBED ALSO HAD SUGGESTED THAT THE AMBASSADOR MIGHT
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SPEAK AT THE FAIR SHOULD A U.S. DAY BE SCHEDULED.

3. RELATION OF CCP WITH PARM. THE CCAG FOUND THE CCP
AND THE PARM TO BE HARMONIOUS. THE LATTER GIVES HIGH
PRIORITY TO THE COMMERCIAL EFFORTS OF THE POST.

4. E/C STAFFING IN QUITO AND GUAYAQUIL. THE CCAG DISCUSSED

THE FOLLOWING STAFFING PROBLEMS: AS A RESULT OF RECENTLY IMPOSED RESTRICTIONS ON FEDERAL GOVERNMENT HIRING, THE CONSULATE GENERAL'S COMMERCIAL SECTION WILL APPARENTLY NOT BE ABLE TO OBTAIN THE SORELY-NEEDED PERMANENT RECEPTIONIST/ SECRETARIAL POSITION. AUTHORIZATION FOR A TEMPORARY SECRETARY EXPIRES APRIL 15. ALSO DUE TO THE HIRING RESTRICTIONS, WE WERE NOT PERMITTED TO HIRE A TEMPORARY REPLACEMENT FOR THE COMMERCIAL ATTACHE'S SECRETARY FOR THE TIME SHE WILL BE ON EXTENDED MATERNITY LEAVE. UNFORTUNATELY, THIS LEAVE IS EXPECTED TO COINCIDE WITH THE PERIOD THE QUITO COMMERCIAL ASSISTANT WILL BE IN THE U.S. ON A SIX-WEEK TRAINING PROGRAM (MAY 15-JUNE 30).

5. GOE INSISTENCE THAT EMBASSY BACK U.S. FIRMS BIDDING ON MAJOR PROJECTS. GOE AGENCIES ARE WITH INCREASING FREQUENCY REQUESTING THAT FOREIGN EMBASSIES PROVIDE SOME KIND OF "MORAL SANCTION" TO THE PROPOSALS OF THEIR NATIONALS IN CONNECTION WITH MAJOR PROJECT BID TENDERS. THIS IS SOMETHING THAT WE HAVE SO FAR DECLINED TO DO, ALTHOUGH WE HAVE FORWARDED TO GOE AGENCIES THE STANDARD BONA FIDES INFORMATION ON U.S. FIRMS SENT TO US BY USDOC ON OUR REQUEST. PROVIDING ANY KIND OF MORAL SANCTION WOULD OF COURSE TEND TO INVOLVE THE EMBASSY IN ANY CONTRACT DISPUTE THAT MIGHT SUBSEQUENTLY RESULT BETWEEN THE GOE AND THE U.S. FIRM THAT WINS SUCH A TENDER. THE CCAG DID NOT RECOMMEND ANY ACTION ON THIS MATTER, PREFERRING TO WAIT UNTIL IT RECEIVES GUIDANCE ALREADY REQUESTED FROM USDOC SPECIFICALLY IN CONNECTION WITH THE QUITO/GUAYAQUIL AIRPORT PROJECTS.

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6. CCP'S FOR FY 1977, 1978 AND 1979. THE CCAG REVIEWED PROGRESS ON THE FY 1977 CCP THROUGH THE SECOND QUARTER. IT WAS NOTED THAT WITH THE EXCEPTION OF THE MAU WORK PROGRAM, WHICH IS BEHIND SCHEDULE, ALMOST ALL REQUIRED ACTIONS WERE CARRIED OUT AS CALLED FOR. A DETAILED STATUS REPORT ON THE FY 1977 CCP FOLLOWS BY SEPTTEL.

7. THE FY 1978 AND FY 1979 CCP SUBMISSIONS WERE ALSO REVIEWED. AS REQUESTED BY USDO, THE COMATT VERIFIED WITH POST BUDGET OFFICER THAT SUFFICIENT FUNDS WOULD IN FACT BE AVAILABLE TO CARRY OUT ACTIONS CALLED FOR IN PROPOSED FY 1978 CCP.

8. CONGEN USE OF CATALOG SHOWS TO "SHOW FLAG" OUTSIDE OF GUAYAQUIL. THE CCAG AGREED THAT IT IS DESIRABLE FOR THE CONSULATE GENERAL'S COMMERCIAL SECTION TO ORGANIZE CATALOG SHOWS IN CITIES SUCH AS CUENCA AND MANTA, EVEN WHEN THESE SHOWS ARE NOT NECESSARILY PRODUCTIVE IN

STRICTLY COMMERCIAL TERMS. THIS IS BECAUSE SUCH SHOWS
HELP TO ACCOMPLISH THE OVERALL OBJECTIVES OF THE
CONSULATE GENERAL. THESE PRESENTATIONS ARE FULLY
CONSISTENT WITH THE CCP. THE RESULTANT WORKLOAD
DEMANDS MUST HOWEVER BE RATIONALIZED FORMALLY WITH
OTHER ACTIVITIES WITHIN THE FRAMEWORK OF THE CCP AND
THE MAU WORK PROGRAM. THE CCAG DID NOT CONSIDER THIS
TO BE SERIOUS PROBLEM SO LONG AS ONLY A FEW SUCH
EVENTS ARE HELD EACH FISCAL YEAR.
BLOOMFIELD

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